

2022 ANNUAL REPORT



HOUSEHOLD GOODS™

Helping People Make a Home.

The housing crisis is at the top of the news,

but the untold part of the story is that when housing is secured, it is often unfurnished and empty. “You go into this empty apartment and it’s really overwhelming. How am I going to fill this place? How am I going to afford it all?” This is how Alex Sielecki, a VA social worker, describes her clients’ common experience.

That is where Household Goods comes in. Our mission is to provide a full range of donated furniture and household items, free of charge, to help people in need make a home.

“This is a new beginning for us. Next time I’m here, I will be volunteering to help someone else.” - Marcelo

The impact of Household Goods in people’s lives goes beyond providing a bed or a kitchen table. As Jacquelin Apsler, Executive Director of the Domestic Violence Services Network, Inc., describes it, “In addition to the furniture, the way in which your volunteers and staff meet my clients is just amazing. They feel so welcome. Their kindness is a game changer.”

Changing those lives takes a community of dedicated volunteers, staff, donors of goods, financial supporters, referring agencies, and many other partners.

This community came together to furnish over 2,400 homes for people in need in 2022. With your support, we will continue to help thousands more people live in furnished homes.



Marcelo with his family and volunteer Flo

Celebrating Success: Ribbon Cutting for

In 2022 we held an official ribbon cutting to celebrate the culmination of all the planning, fundraising, and construction that went into our Build the Way Home capital expansion project. We see the significant positive impact of this effort every day and the long term benefit it will have for our donors, clients, and volunteers.

Many thanks to all who supported the \$2.2 million capital campaign, including The Manton Foundation, Middlesex Savings Bank, Enterprise Bank, and the Acton State Legislative Delegation.



Founders Ira and Barbara Smith

One Festive Night: More than 600 Homes Furnished

We hosted our belated 30th Anniversary Gratitude Gala, and a true evening of gratitude it was. Our center was transformed for the elegant soiree, and in just one night, with incredible community support, we raised enough funds to furnish over 600 homes for those in need. Our deepest thanks to all who supported, attended, and helped make our 30th such a special night. Your generosity exemplifies the spirit that has helped Household Goods furnish over 50,000 homes for people in need since it began in 1990. *(Photos courtesy of Arthur Furst)*



Auctioneer David Brown



Showroom transformed: a night to remember

Build the Way Home Project



Overview of our expanded campus (drone photo by Chris Couch)



Guest speakers Lonnita Rogers and Anna Thomas spoke about how stable, furnished housing improves health outcomes

OUR CLIENTS

Every Client Has a Story

The People You Help and Their Referring Agencies

We are moved and inspired by the stories of the people who come to Household Goods for help. Many are rebuilding their lives after experiencing domestic violence, major illness, addiction, homelessness, fire, job loss, or natural disaster. The hundreds of agencies working with them rely on Household Goods to help the people they serve live independently, with dignity and hope.

Collaborating for Good

Household Goods strives to assist those with the greatest need and fewest resources. Through our recent collaboration with Furnishing Hope of Massachusetts, Inc., a non-profit based in Cambridge, MA, we have been able to further this mission and bolster our organizations.

Since 2013, Furnishing Hope has helped over 1,700 children and adults in the Boston area who were unable to obtain necessary furniture from Household Goods or other similar organizations due to transportation barriers. Furnishing Hope's approach involves collecting household goods and furniture and offering moving and set-up services to those referred by social service agencies.



When rising storage costs threatened Furnishing Hope's ability to maintain a furniture storage space and continue their mission, they approached Household Goods for assistance. Thankfully, we were able to provide a solution. Furnishing Hope now redirects inventory from their donors in the Cambridge area to Household Goods.

Moreover, Furnishing Hope continues to provide moving and set-up services for the families and youth they refer to us. Since their clients become our clients, our reach now extends to even more people in need. Furnishing Hope's elimination of their furniture storage expenses frees up more funding to assist our shared clients with transportation needs.

This collaboration aligns with Household Goods' recent efforts to provide transportation assistance to those with the fewest resources. Ultimately, our joint effort is a win for both Household Goods and Furnishing Hope, but more importantly for the people we serve.

SPOTLIGHT:

Supporting Those Who Served Our Country

Many of our clients have experienced homelessness, and the referring agencies working with them understand the difference a furnished home can make. Alexandra Sielecki, a social worker at the Veterans Administration, shares her thoughts and appreciation to our donors and volunteers:

Thank you for all your generosity, support, and donations for our veterans. They have typically been in shelters and don't have much. Without your donations, making an apartment feel like a home can be difficult. Furniture provides a sense of stability and pride for someone coming out of homelessness.

After a visit to Household Goods, our veterans each have a home they can be proud of. They can invite friends and family over, many of whom they haven't seen since they have been homeless. Every veteran I have brought here is in awe of the patience of the volunteers and abundance of items they can receive. Even little things like can openers make a difference.

For many veterans, help is hard to accept. Having a Household Goods volunteer assist with the selections makes it a personalized and supportive experience and helps ease any anxiety and feelings of being overwhelmed. We are very grateful for this partnership and the opportunity to give much-deserved dignity and respect to those who gave so much for our country.



Alex Sielecki, LICSW, HUD-VASH Social Worker
VA Boston Healthcare System



With a Little Help from a Friend

Five years ago, Marina witnessed a violent and life-changing crime. One of her neighbors was killed, and his brother, Joe, sustained a debilitating injury. Little did she know at the time just how much this experience would impact her.

In those five years, Marina has gotten to know Joe and his family. She's watched them grapple with the one brother's death and the other's permanent disability. She's watched as Joe learned to cope with his new reality and struggle to make a life for himself.

She has helped wherever she can.

Joe lived with several relatives while he was recovering and getting on his feet, and Marina visited him regularly. She helped Joe navigate the medical system and the social services system. When he was finally ready to live independently and found housing through Boston Medical Center's violence prevention program, she was there again to help. She was involved as Joe and BMC scheduled an appointment at Household Goods. She rented a truck and came to Household Goods on Joe's behalf to select everything Joe needed for his new home. According to Marina, Joe has really good taste, so she had to select carefully!

It has now been several months since her visit, and Joe's apartment is feeling more like a home every day. With the security of a furnished home, Joe has been able to think about what lies ahead – finding work, making friends, and getting his life back on track.

Volunteers Do It All

In 2022, our volunteer team was fortified by the return of many volunteers who we hadn't seen since the beginning of the pandemic. We welcomed more school, community and corporate groups than ever before. We also continued to recruit new volunteers to join us.

Turning empty living spaces into homes for thousands of people would be impossible without this dedicated team. Some volunteers work directly with clients, and it takes many more behind the scenes to ensure every client has access to the quality, variety, and quantity of donated items they need.



Household Goods volunteers came together to celebrate 30 years of helping people make a home.

Two Ladies on a Couch: A Volunteer's Reflection by Jane Misslin

You arrive at Household Goods to choose your furniture, and there's a lot on your mind. Home, family, challenging work... and an empty apartment. Start with the couch. Sit on it and let it support your weight while you rest and take a breath. Absorb the color and texture that caught your eye. Other parts of the room take shape as you rest and breathe. The challenges ahead seem more manageable.



Someone sits with you and listens to the plan for the rooms which will house your family... reading, writing, cooking, cleaning, doing schoolwork, eating together, sharing with friends, sleeping. You begin to see items in the showroom that fit your vision for life in your new home. Here is a chair that looks good with the couch and is comfortable for reading. Here are beds that will support growing children as they sleep or provide a private cave when they crawl underneath them. Lamps will brighten those rooms that have been dark at sunset.

I am one of the ladies on that couch, and my days are enriched by the many clients of Household Goods. Learning to sit, take a breath and listen is important. During a busy client shift, the Household Goods showroom is not a quiet place. Client Assistants create peace and quiet by listening. Our conversation on the couch felt like the collaboration of friends.

VOLUNTEER PROFILE

All in from the Start

In her first year at Household Goods, Susan Arapoff experienced first hand how many ways one volunteer can make a difference. She helps clients choose their items, sorts linens, and organizes kitchen essentials. She also serves on two committees, including the Acquisitions Committee, where she hopes to use her 30 years of retail experience to connect Household Goods with commercial donation partners.



Susan tells us, "I love Household Goods' mission and the different ways people can help. By trying out multiple volunteer shifts I've been able to see how the organization truly works to give our clients the best experience. The staff and volunteers are so welcoming and friendly. It's fun to work as a team toward a common goal of helping people make a home."



Volunteer Groups Team Up to Pitch In

Groups from businesses large and small, schools, and community organizations are an important part of our volunteer effort. In 2022, 49 groups took on special projects and helped with the constant effort required to collect, process, and distribute nearly 70,000 household items to those in need.



DPS Group volunteers ready their vacuums.

VOLUNTEER PROFILE

Stepping up Together

Jane and Curt Logee have been invaluable members of our volunteer team for the past four years.



In her role as a Client Assistant, Jane helps clients choose the items they need. She goes above and beyond by also taking on the role of Manager on Duty, ensuring that everything runs smoothly and efficiently during her shift. Her attention to detail and willingness to step up whenever needed is

instrumental in providing a positive experience for our clients.

Curt serves on our Transportation Task Force and generously gives his time and energy to load clients' vehicles and pick up donations in the community. His reliability and hard work are crucial in ensuring that our clients receive the items they need.

Jane and Curt also contribute their time and effort supporting our special events, such as community drives. Their passion for our mission and their genuine care for our clients are evident in everything they do.



Employees from long-time supporter Middlesex Savings Bank.



A McKinsey & Company group assembled kitchen starter sets remotely, with direction from Volunteer Program Coordinator Kirsten Spargo on the big screen.

PARTNERSHIPS

Household Goods and Boston College Partner for Annual Donation Event

For more than a decade, Household Goods has partnered with Boston College for what has become our largest donation event of the year. Each May, when the thousands of BC students move out of their dorms, they leave behind usable household items - everything from microwaves, coffee makers, and lamps to storage bins, kitchen supplies, towels, sheets, and blankets.



Dedicated Household Goods volunteers spend eight days at Boston College, collecting these items by the truckload - an impressive total of 55,000 items collected since 2011.

Teams of volunteers sort through thousands of donations at the designated drop-off areas set up at each dorm on BC's Newton, Upper, and Lower Campuses. Other teams gather at Household Goods to unload the incoming truckloads of items. These donations play a crucial role in keeping Household Goods stocked with essential items that families need to set up their homes.

Coordinating this monumental effort requires the collaboration of long-time volunteers, other individuals, and special groups, all working together. In 2022, 127 volunteers dedicated 624 hours to this extraordinary effort. Their tireless commitment and hard work exemplify the spirit of volunteerism and community collaboration which are at the heart of Household Goods' mission.

Laundering Half a Ton of Linens: Crown Comes through Again

For the second year in a row, Crown Uniform & Linen Service donated their services to professionally launder more than half a ton of linens collected during the Boston College Student Move Out.

Transforming a mountain of donated sheets and towels into fresh and folded linens to offer our clients is a major undertaking. Our clients and volunteers could not be more grateful for Crown's help. Many thanks also to Life Science Cares for connecting us with Crown.



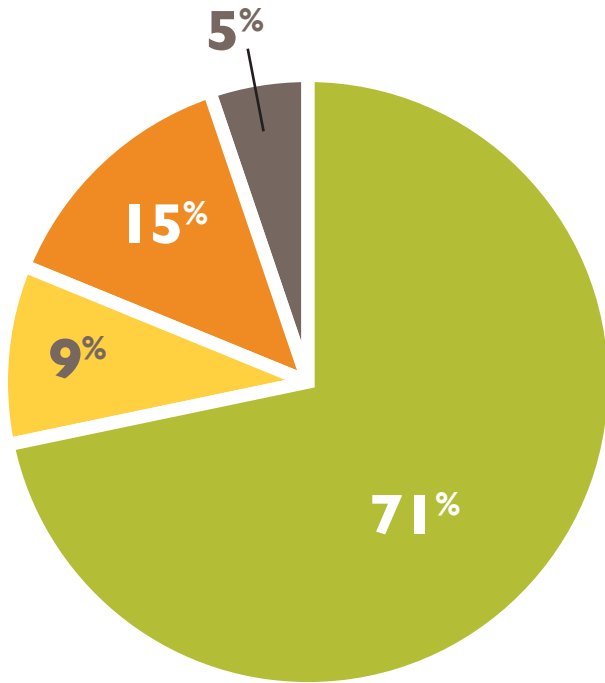
Monsters in the Basement

Monsters in the Basement, a local cycling club, is one of the special groups Household Goods can count on to help during the Boston College Student Move Out. Since 2015, the Monsters have volunteered en masse to unload the trucks returning to Household Goods at the end of graduation day. Long-time Monster and former Household Goods board member, Philip vanderWilden says, "The Monsters look for opportunities to help out in our community, and the Boston College Student Move Out is one of our most popular annual events. It's also an opportunity for us, as cyclists, to use our upper bodies, and not just our legs!"



Financial Support is Critical

Fulfilling our mission depends on people like you.



SOURCES OF FUNDS IN 2022

- Individuals
- Foundation & Other Grants
- Organizations
- Other Revenue

CASH TO FUND OPERATIONS

Program Expenses	\$723,300
Administrative Expenses	47,300
Fundraising Expenses	48,700
Total Operating Expenses	\$819,300
Capital Expenditures	99,100
Cash Needed to Fund Operations	\$918,400

SUPPORT & REVENUE

Gifts, Grants and Contributions	\$1,018,600
In-kind Donated Goods	2,785,700
In-kind Donated Services	1,160,700
Other Revenue	51,800
Total Support & Revenue	\$5,016,800

EXPENSES

Cash Needed to Fund Operations	\$918,400
In-Kind Goods Distributed	2,744,800
In-Kind Donated Services	1,160,700
Total Expenses	\$4,823,900

Transportation Assistance Program Trucking Along

Our Transportation Assistance Program helps clients with the fewest resources and the greatest need. Without this assistance, many would have been unable to access much-needed furniture. Initially piloted with referrals from Boston Medical Center, the program has been expanded to include referrals from other agencies serving highly vulnerable individuals. In 2022, we served 122 individuals and families through this program, which will continue for as long as funding allows.

Fund a Bed and More: A Long-Term Answer to Short-Term Shortages

Every person deserves to sleep in a bed at night. For families living in empty apartments, getting beds is the highest priority. Every year, we do our best to provide good quality, clean mattresses to all the adults and children coming to Household Goods.

When our supply of donated beds runs low, our growing “Fund a Bed and More” program allows us to purchase mattresses and other essential items to bridge any gaps in inventory. In 2022, generous support of the program funded 25% of the 3,000 beds we provided.

OUR DONORS

Thank You

Thank you to all the businesses, corporations, and community partners who have supported us financially and through donations of goods and services.



FINANCIAL SUPPORT AND IN-KIND SERVICES

Accent Design, Inc.
4imprint
Acton Congregational Church
Acton Lions Club, Inc.
Big Hill Movers
Clean Out Your House, Inc
College Hunks Hauling Junk
Copper Penny Flowers
Crown Uniform and Linen Service
Cumming's Foundation
Emerson Hospital
Energy Futures Group, Inc.
Enterprise Bank
First Religious Society in Carlisle
Foundation for MetroWest
Frederick E. Weber Charities Corporation
Gallant Insurance Agency, Inc.
Green International Affiliates
Hancock United Church of Christ

IBM Club
Idylwilde Farm, Inc.
Insulet Corporation
Johnson Family Foundation
Joseph G. Perry Plumbing and Heating
Kitchen Outfitters
Life Science Cares, Inc.
MacKinnon Printing Co., Inc.
Mark's Moving and Storage, Inc
McKinsey & Company, Inc.
Middlesex Savings Bank
Middlesex Savings Charitable Foundation
Minuteman Printing
MutualOne Charitable Foundation
O'Neil Construction Company
Piece by Piece Movers
Powers Gallery
Society of Saint Vincent De Paul,
The Saint Elizabeth Conference

St. John Lutheran Church, ELCA
Stantec Consulting Services, Inc.
Stow Community Chest
Sudbury Design Group
Supply New England, Kohler Co.
Talbot Family Realty Trust
The Crawford Idema Family Foundation
The Haartz Corporation
The Ludcke Foundation
The Mifflin Memorial Fund
The Sharing Fund
Third Street Foundation
Trinitarian Congregational Church of Concord
Trinity Episcopal Church
Wayfair LLC
West Concord Union Church
Workers Credit Union

Recognizing our Gratitude Gala sponsors for their support



30th Anniversary Sponsor
The Glidden Family

Neighborhood Sponsors
Sudbury Design Group
Barbara G. Howland

Gratitude Sponsor
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Apartment Sponsors
Clean Out Your House, Inc.
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The Waters Family

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Ray and Beth Kubacki
Mimi and Tom Rutledge
Karl and Audrey Trieschman
The vanderWilden Family

We strive for accuracy and regret any omissions or mistakes. Please contact us at info@householdgoods.org or 978-635-1710, ext 7, with any corrections.

DONATIONS OF HOUSEHOLD ITEMS

1-800-got-junk?	Clean Out Your House, Inc	House of Prayer Lutheran	Richard Scott Cleaning and Moving
A New Leaf	College Hunks	IntelyCare	Siesta Sleepworks
A.C. & M. Fire Equipment	College Hunks Moving	JDog Junk Removal & Hauling	South Acton Congregational Church
Action for Boston Community Development	Concord Academy	Joann Fabric	St. John Lutheran Church, ELCA
Acton Boxborough High School	Concord Greene	Jofran, Inc.	St. Paul's Church
Acton Congregational Church	Concord Lamp and Shade	John Palmer Moving & Storage	Stantec Consulting Services, Inc.
Acton Congregational Church Cornerstone Thrift Shop	Concord Piecemakers Quilt Guild	Kerem Shalom	Stonehill College
Acton Self Storage	Concord Public Library	Kitchen Outfitters	Suzanne & Company
Affordable Moving	Concord Removal Service	Lifecycle	Temple Isaiah
Amy Barrett & Kim Comeau Realtor Professionals	Cradles to Crayons	Littleton Historical Society	Tewksbury Police Department
Avocado Green Mattress	Dana Hall School	Littleton PRCE	The Attias Group
Barry H's Clean Up	Dovetail Companies	Mark's Moving & Storage, Inc.	The Fessenden School
Baystate Textile Recycling	E.W. Wood Company	Massachusetts Boston Mission	The Furniture Trust
Belmont Religious Council	First Parish in Lincoln	Massachusetts Coalition for the Homeless	Top Notch Movers
Big Foot Moving & Storage	First Parish in Wayland	McCabe & Logan Moving and Storage	Trinitarian Congregational Church of Concord
Big Hill Movers	Furnished Homes	McKinsey & Company, Inc.	Trinity Church
Bitsight Technologies	Furnishing Hope of Massachusetts	Merz Construction	Trinity Episcopal Church
Blanchard School	Garrett Sheahan Estate Services LLC	Mini Moves and More Inc.	Turcios Moving
Bose Corporation	Gates School Student Council	Minuteman Printing	United Church of Christ, Congregational
Boston Building Resources	Gentle Giant Moving Company	Mt. Calvary Lutheran Church	Valley Green Landscape
Boston College	Good Deeds House Clean Outs	Nashoba Brooks School	Viking Moving and Storage Services, Inc.
Boston Junk LLC	Grad Bag Inc	National Carpet	Village Carpet Binder
Boston Scientific	Great Road Vintage	Newbury Court	Wachusett Watershed Regional Recycling Center
Brandeis Habitat for Humanity	Green Standards LTD	Old Stone Mill Center	Wayfair LLC
Building Impact	Green Team Junk Removal	One Call Junk Haul	WDC Construction
Buy & Consign	H3 BioMedicine	O'Neil Construction Company	West Concord Union Church
Buyer's Desire Home Staging	Haitian Outreach	Park Lodge Hotel Group	Weston Manor LLC
Carleton Willard Village	HandUp Mattress Recycling	Plymouth Congregational Church	
Casper Sleep Inc	Hanscom Inn	PranaSleep, LLC	
Charlestown Production	Harvard University	Project Linus	
Christ Lutheran Church	Home On the Go Moving	Quick Removal Service	
Circle Furniture	Home Team Moving Co.	Re-Stream	
		Reuben Hoar Library	

SPOTLIGHT: Mark's Moving and Storage Keeps the Mattresses Rolling In

For more than eight years, our generous friends at Mark's Moving and Storage have supported our mission in many ways. In 2022, for the fifth year in a row, this support has included supplying us with a tractor trailer full of new mattresses. Mark's Moving President and CEO Mark Silverman said, "The news is full of stories about bad things that happen. The volunteers at Household Goods make good things happen, day after day. We're happy to help out by being part of a good news story."



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Inventory Coordinator

Kirsten Spargo,

Volunteer Program Coordinator

Marilynn Kaplan,

Volunteer Coordinator



“Thank you very, very much for your help, kindness, patience, and generosity. As I had encountered an unexpected disaster, this has made a gigantic difference to my life and living circumstance.” – Dawn

SUPPORT AND GET INVOLVED WITH HOUSEHOLD GOODS

DONATE GOODS

- Drop off good quality household items on Tuesdays, Thursdays, Saturdays from 9am-noon
- Email: dropoff@householdgoods.org
- Call: 978-635-1710 x ext 4
- Donate through our Amazon Wish List

SCHEDULE A PICK UP

Resupply: A new option for donation pickups

In addition to our volunteer-staffed donation pickups, a new partnership with Resupply, a veteran-owned organization, offers another way to donate items for our clients. Resupply will pick up items and bring them to Household Goods. This is an excellent choice for donors with pressing time needs or whose donation does not meet our pickup criteria.

DONATE GOODS

Make a one-time or monthly donation at householdgoods.org/donatea

VOLUNTEER

Volunteer with Household Goods and become a part of our success in the community

- Email: volunteer@householdgoods.org
- Call: 978-635-1710, ext 6

FUND A BED AND MORE

When our inventory runs low and we are unable to provide the most needed items to our clients, you can help us fill in the gaps.

A LEGACY FOR HOUSEHOLD GOODS

Helping People Make a Home can be part of your legacy when you make a planned gift or bequest to Household Goods. When you name Household Goods in your will, trust, life insurance policy, or retirement plan, you keep your assets available today - and help people make a home for years to come.

Learn more about how you can support and get involved with Household Goods here:



Household Goods, Inc.

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